

## Message Text

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ORIGIN AF-08

INFO OCT-01 ISO-00 PM-04 SS-15 SP-02 MC-02 CIAE-00 INR-07

NSAE-00 DODE-00 ACDA-07 EB-07 AID-05 IGA-02 TRSE-00

L-03 /063 R

DRAFTED BY AF/W:DVKILLION:LFS

APPROVED BY AF/W:TWMSMITH

PM/SAS:DHESTER

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P R 232057Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY NOUAKCHOTT PRIORITY

INFO AMEMBASSY DAKAR

C O N F I D E N T I A L STATE 183133

E.O. 11652: GDS

TAGS: MASS, BEXP, BTRA, BFOL, MR

SUBJECT: MAURITANIAN GOVERNMENT "JEEP" PURCHASES

REF: NOUAKCHOTT 1602

1. FOUR-WHEEL DRIVE VEHICLES ORDERED BY DR. BA BOCAR ALPHA MISSION THROUGH NAPCO FOR GIRM MINISTRY OF DEFENSE ARE MILITARY RATHER THAN COMMERCIAL VERSION OF "JEEP." AM GENERAL CORPORATION (DIVISION OF AMC) IS CURRENT PRODUCER UNDER US ARMY CONTRACT WHILE COMMERCIAL VERSION IS BUILT BY JEEP DIVISION OF AMC. NAPCO PRESIDENT JACOB TOLD AF/W THAT INITIAL OFFER OF COMMERCIAL VERSION WAS REJECTED BY DR. BA IN FAVOR OF MILITARY VEHICLES.

2. NAPCO REPRESENTATIVES ASSERT THAT THERE WOULD BE NO FRANCHISE PROBLEM IF MILITARY VERSION IS SOLD. COMMERCE CONFIRMS THAT THE TWO DIVISIONS ARE INTENSE COMPETITORS. IF COMMERCIAL VERSION SOLD THROUGH NAPCO RATHER THAN LOCAL  
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DEALER IN MAURITANIA, JEEP INTERNATIONAL WOULD (A) PAY

LOCAL FRANCHISE HOLDER THE APPROPRIATE COMMISSION, AND (B)  
COVER THE WARRANTY SERVICE COSTS OF THE FRANCHISE HOLDER.

3. DEPARTMENT (PM) NOW PROCESSING RESPONSE TO MAURITANIAN  
EMBASSY DIPLOMATIC NOTE REQUESTING ASSISTANCE IN DIVERSION

OF VEHICLES FROM US ARMY TO MAURITANIA. RESPONSE WILL BE  
THAT CURRENT PRODUCTION IS NOT REPEAT NOT FOR USE OF THE  
USG, AND WE THEREFORE NOT REPEAT NOT IN POSITION TO  
AUTHORIZE DIVERSION OF PRODUCTION TO GIRM. DEPARTMENT'S  
NOTE WILL POINT OUT THAT PRODUCTION LEAD TIME FOR MILITARY  
VEHICLE IS RELATIVELY SHORT (SIX MONTHS), AND ALSO THAT  
COMMERCIAL VERSION (WHICH DOD CONSIDERS EQUIVALENT FOR  
MOST USES) IS READILY AVAILABLE AND THAT GIRM MAY WISH  
CONSIDER THIS ALTERNATIVE FOR PORTION OF ITS REQUIREMENTS.

ROBINSON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** GOVERNMENT PROCUREMENT, JEEPS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE183133  
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**Document Unique ID:** 00  
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**Executive Order:** GS  
**Errors:** N/A  
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